



KEY HIGHLIGHTS

INDUSTRY: HEALTH



CHALLENGE

New applications required new servers, but the Southern New Hampshire Medical Center (SNHMC) was constrained by budgets, physical space and staffing.

SOLUTION

SNHMC implemented VMware Infrastructure 3 to reduce the cost, space and hassle of installing new servers.

VMWARE VIRTUAL INFRASTRUCTURE AT WORK

VMware Infrastructure 3 Enterprise, featuring:

- ESX Server 3 with VMFS
- VirtualCenter 2
- VMotion
- Distributed Resource Scheduler (DRS)
- High Availability (HA)

DEPLOYMENT ENVIRONMENT

- ESX Server on six Dell PowerEdge 1855 blade servers and two Dell PowerEdge 6850 servers; VirtualCenter on a Dell PowerEdge 1850
- EMC Clariion CX500 SAN
- Guest operating systems: Windows Server 2003, Windows 2000 Server and Linux
- Applications: Siemens Enterprise Document Imaging, Picis CareSuite, Logicare OnRecord, Dean Evans & Associates EMS Professional, 3M/SoftMed, Pentax Endo-Pro, McKesson Pathways Materials Management, Siemens OpenLink and EPSi Enterprise Budget Manager

"If you compare the costs of a virtualization strategy including VMware software licensing, storage and servers with the costs of just deploying new physical servers for each application, we have saved over \$180,000."

Peter Spivack, Information Technology Manager,
Southern New Hampshire Medical Center

Southern New Hampshire Medical Center

The Southern New Hampshire Medical Center (SNHMC) offers a higher level of care to the people in greater Nashua by delivering convenient, local access to current, progressive medical care. The IT department provides more than 2,000 SNHMC staff members with everything from strategic planning to day-to-day management of all technology applications and infrastructure.

In the last four years, as medical applications have become integrated with patient care, SNHMC has increased its number of applications. Yet the need for new servers to support those applications has been constrained by hardware budgets, data center space and manageability. So instead, says Peter Spivack, information technology manager, SNHMC, "We installed VMware software on a couple of servers, and within about a week we had live applications up and running on them."

Results

- Saved \$180,000 in hardware acquisition costs
- Increased CPU utilization from less than 3 percent to more than 60 percent
- Achieved a 7.5:1 server consolidation ratio
- Reduced average new server deployment time from more than three weeks to 45 minutes
- Eliminated hardware-related downtime issues with Distributed Resource Schedule (DRS) and High Availability (HA) products
- Reduced administrative burden surrounding hardware maintenance
- Achieved additional savings in data center space, power costs and labor efficiency